



WINTER MARKET



Our local market has commenced the winter season with robust results, reflecting the remarkable consistency of the market so far this year. Stock levels, or "homes for sale" are at an all-time low which stands to reason that buyer activity is on the rise and so are our local house prices!

As we are aware, this election could offer differing outcomes for everyone - perhaps the reinvigoration of the investor market driven by the prospect of possible changes to property taxes, or the first home buyers may be the winners in this years political decisions...the 2nd of July was a day to keep an eye on with regards to your next property move.

The first half of 2016 has shown some very interesting trends around our

area - Berwick house prices have had approximately 6.5% growth - average median house price has risen from \$515,000 to \$548,000.

Vacancy rates for the past 6 months have been consistent for the Outer Melbourne Region sitting at an average of 2.2%. 4 bedroom homes are in demand, so if you are thinking of renting out your home, call our Property Management Team and they'll be sure to secure a tenant for you in no time.

So even though we are in the cold season - all predictions are that competition in the market this winter will be hot - call our team for more advice on how to prepare your home for market during Winter!

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PRINCIPAL'S PEAKE

Welcome to our Winter Issue of **Peake** Newsletter. We've updated the look and hope you like the added value content we've sourced for you. Here's a quick overview of what's been happening here at **Peake** Real Estate so far this year.

It's been a very busy 2016 and we kicked it off with some great team training at RER Network's Annual KickStart Elevate Conference. It was a great team building conference as we shared our successes and experiences with fellow Independent Agencies from all around Australia and New Zealand.

We ran our 4th annual Girls Night In event on Thursday, 18th February. We hired out a cinema and were all entertained by the movie "How To Be Single". The night was once again a great success. Overall, our fundraiser raised in excess of \$5,000, all proceeds going to Casey Relay For Life and the Cancer Council Victoria.

Sales results have been slowly increasing since mid 2015 and we expect this trend to continue. A reduced stock level on market should see prices increase through buyer demand. Four bedroom family homes are in demand in the rental market with record rental prices being achieved. Call our office on 9707 5300 for further details.

"The only person you should try to be better than is the person you were yesterday."

That's us for now. Until next time.

Marisa Adams & Kristen Turner
Directors | **Peake** Real Estate

TEAM TRAINING // PROPERTY MANAGEMENT ACCELERATED

Property Management is often forgotten about when it comes to team training and development. For us at Peake Real Estate, nothing is more important than for our Property Management Team to be well trained and kept up to date with new systems and processes so that our Landlords can receive the most outstanding services from their Property Manager. That is why we sent our Rental Team to Real Estate Results Network's PM Accelerated in Sydney - a conference dedicated to Property Managers.

Held in May, it was a two day, round table conference led by Michael Sheargold focusing on what worked exceptionally well for some of Australia's top real estate agencies and what upgrades they have taken to see results improve. Marisa Adams, Lisa Hearn, Karen Swinburne and Kim Williams went along to the conference and our Rental Team has never been more equipped to making sure our Landlords have the best Property Managers working for them.



Some happy snaps to end the day of intense learning



Property Manager's from independent agencies around Australia

PEAKE PERFORMER

We'd like to introduce you to this issue's **Peake** Performer. Every issue, we focus on a **Peake** Team Member so you can get to know the Team that works for you.

BRIX CAI SALES CONSULTANT



What Does A Typical Monday To Friday Look Like To You?

Fulfilling my purpose to help others in finding their dream home - this has always been my passion.

典型的星期一到星期五对你来说是怎样的?
我一直有一股热情---帮助大家找到心中理想的家园

What's Your Next Holiday Destination?

I'd like to take my family to the Maldives.

下一次, 你想去哪里度假?
我想带我的家人去马尔代夫

What's The Day You Look Forward To Most Each Week And Why?

I look forward to my day off to spend some quality time with my wife and kids.

每周你最期待的是哪天? 为什么?
每周我最期待我放假那天,
因为我可以有更多时间和我的家人在一起

Your Favourite Restaurant?

It's hard to name a favourite restaurant as I enjoy trying a variety of cuisines.

你最喜欢的餐馆是哪家?
很难说最喜欢哪家,
因为我喜欢试不同的菜式

What Is Something That We Don't Know About You?

When I first arrived in Australia as a student, I washed dishes in a restaurant for three years.

关于你, 有什么是我们不知道的吗?
刚来澳洲读书的时候,
我在餐馆简直洗碗洗了三年

On Sundays You..?

I enjoy playing cards with my friends, and sharing a meal together

星期天, 你做什么?
我喜欢跟朋友一起打牌, 聚餐

WELCOME TO THE WORLD

We welcome a new addition to the extended Peake family. Our marketing manager Lisa Fletcher has become a proud first time grandmother to a healthy little baby boy Coby.



Coby

WELCOME KIM WILLIAMS TO PEAKE REAL ESTATE

The team at Peake Real Estate welcome the newest addition to our Property Management team, Kim Williams.

Kim started her real estate career as an assistant property manager in 1996 for a local agent in Cranbourne. After a number of years with the company she was quickly promoted to senior property manager due to her dedication and commitment to providing all her clients with an exceptional customer experience.

Kim is a fully licenced Estate Agent and has spent most of her 20 years real estate experience working in the Berwick area, where she has managed large rental portfolios.

Kim is a proven performer and a top negotiator. Landlords and tenants alike find her approachable, down to earth and willing to listen. Kim has lived in the Berwick area for over 23 years and has recently moved to a Country Lifestyle in the Cardinia Shire. Kim has a strong knowledge of the area and surrounding suburbs and we truly believe she is an asset and a valued addition to our Property Management Team.

Peake Real Estate offers one of the most experienced teams in the local area. If you are currently looking for property management services contact us today on 9707 5300.

Kim Williams joins the Peake Team as Property Manager





What's On: Winter Arts Festival



WHERE YOU LIVE // BEACONSFIELD

Beaconsfield is a suburb in Melbourne, Victoria, Australia, 46 km south-east from Melbourne's central business district. Its local government area is the Shire of Cardinia. At the 2011 Census, Beaconsfield had a population of 6,412. The area was named after Benjamin Disraeli (Lord Beaconsfield).

For years this settlement was known as Little Berwick. The name Beaconsfield was attributed to the area we now call Upper Beaconsfield.

Source: oddhistorical.com.au

MEDIAN PROPERTY PRICES

Source: realestate.com.au



PROPERTIES ON THE MARKET

Source: realestate.com.au



For more information on Suburb statistics, speak to our Property Management Team about getting a copy of our Quarterly Investor report.

DID YOU KNOW? // BEACONSFIELD

Total population is **6,412**

Median household income **\$1,850/wk**

Median age of person is **35**

Median housing loan repayment **\$1,948/mth**

Average household size **2.37**

WHAT'S ON

The Winter Arts Festival is on again this year with a range of art events and activities taking place this winter in the City of Casey. This event is for everyone - take part in workshops, watch a puppet performance, discover artists at work, eat delicious food and soak up the atmosphere! Discover all the exciting opportunities that the Winter Arts Festival is offering with endless creative fun to keep you warm over the winter months. For more information, visit www.casey.vic.gov.au/winterarts.



LIVING IN BEACONSFIELD? HEAR WHAT OTHERS LOVE ABOUT THE AREA...

Source: homely.com.au

I have lived in Beaconsfield for 15 years. You really feel that this is your community, and get to know your locals. Great shops, plenty of parks and recreation facilities.

eo3807

Great place to raise kids. Also great for family. Catch the train to the city for any major events. Beaconsfield has it all country feel in the suburbs.

nicz

A superb suburb to live and visit. Safe, quiet and within easy access to everything. Open spaces for the kids and plenty of places to walk the dog. I have nothing negative to say about Beaconsfield.

joeyd70